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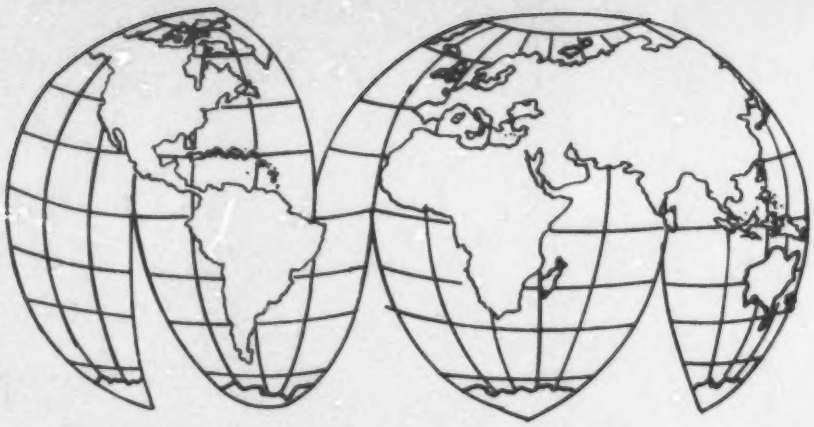
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Louisiana



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U. S. Small Business Administration

Office of International Trade/Office of Business Development

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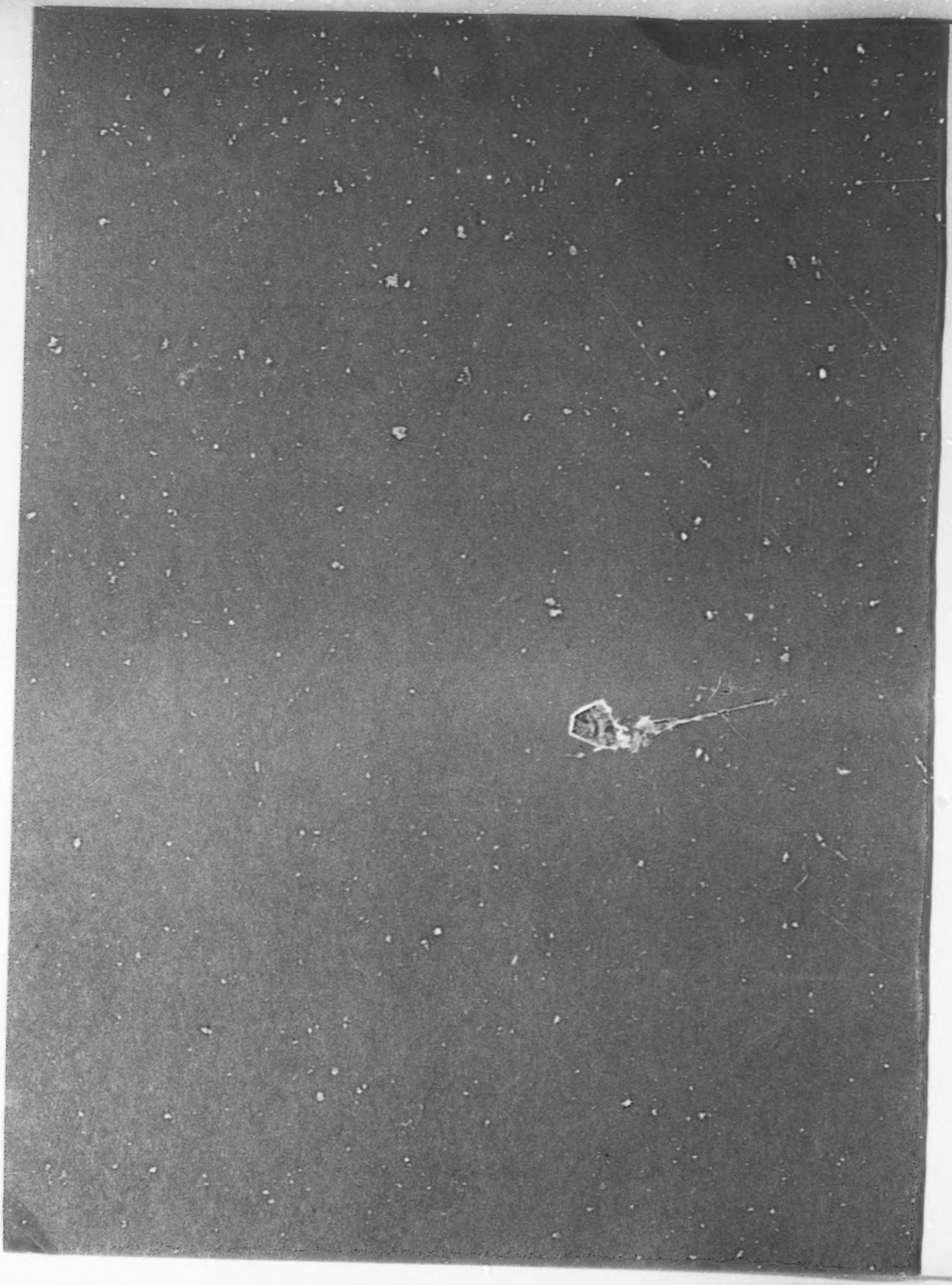

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Louisiana

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Louisiana. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by Paul F. Kirwin of the Office of International Trade. Contributions were made by Al Degrasse of the New Orleans District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Ford-Fisk Building, Room 2000
1661 Canal Street
New Orleans, LA 70112
(504) 589-2354

U.S. Department of Commerce
International Trade Administration
World Trade Center, Suite 432
No. 2 Canal Street
New Orleans, LA 70130
(504) 589-6546

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Louisiana Imports and Exports Trust Authority
P.O. Box 52259
New Orleans, LA 70152
(504) 927-6800 (Baton Rouge)
(504) 523-1385 (New Orleans)

The Louisiana Imports and Exports Trust Authority (LIETA) provides funds at lower, competitive international interest rates to qualified businesses involved in international trade.

Louisiana Department of Agriculture
International Trade Division
Office of Marketing
P.O. Box 44148, Capital Station
Baton Rouge, LA 70804
(504) 292-3600

The Office of Marketing promotes exports of agricultural products. It offers loans and loan guarantees for Louisiana agricultural products, co-sponsors seminars on international trade and publishes the Louisiana Agricultural Export Directory, which lists Louisiana companies involved in agriculture.

Louisiana Department of Commerce
Office of International Trade, Finance, & Investment
P.O. Box 94185
Baton Rouge, LA 70804-9185
(504) 342-5388
Telex: 28-6794 LADOC UR

The Office of International Trade, Finance and Development (OIT) offers numerous services to Louisiana exporters. It works with various federal, state, and local agencies, as well as private entities, in organizing seminars statewide to educate businesses in the methods of importing and exporting. The OIT provides specialized counseling to businesses interested in international trade. It also assists interested exporters in finding agents/distributors, licensees, or joint venture partners in overseas markets, as well as identifying export opportunities. It participates in selected trade show and exhibits worldwide and provides technical and financial assistance for Louisiana businesses wishing to participate. The OIT assists firms to locate appropriate sources of export financing. The Office also promotes foreign investment in the State of Louisiana.

CITY AND LOCAL AGENCIES

Many city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

City of New Orleans
Mayor's Council on International Trade and Economic Development
316 Board of Trade Place
New Orleans, LA 70130
(504) 524-6163

The Mayor's Council coordinates receptions with visiting foreign dignitaries and trade officials.

City of New Orleans
Office of International Relations
339 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 586-4616

The Office of International Relations serves as a liaison with foreign consuls and visiting dignitaries.

New Orleans Board of Trade
316 Board of Trade Place
New Orleans, LA 70130
(504) 525-3271

The Board of Trade promotes maritime commerce through the Port of New Orleans.

New Orleans Office of Economic Development
City Hall Room 8E04
New Orleans, LA 70122
(504) 586-4790

The Office of Economic Development generates data to attract foreign industry and investment.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

Each of the Louisiana port authorities works to promote international trade. They co-sponsor workshops and seminars on exporting, along with trade missions. They also publish foreign trade leads and trade statistics.

In cases where port authorities offer special services for exporter, that information is included below.

Greater Baton Rouge Port Commission
P.O. Box 380
Port Allen, LA 70767
(504) 387-4207

Lake Charles Harbor and Terminal District
150 Marine Street
P.O. Box AAA
Lake Charles, LA 70602
(318) 439-3661

Board of Commissioners of the Port of New Orleans
P.O. Box 60046
2 Canal Street, World Trade Center
New Orleans, LA 70160
(504) 522-2551

The Port of New Orleans issues free publications concerning international trade and port records.

South Louisiana Port Commission
152 Belle Terre Blvd., Suite 100
La Place, LA 70069
(504) 652-9295

The Commission works with local governments to promote exports by local firms. Its trade marketing program focuses upon trade with Korea, Taiwan and Italy, among other countries.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Tulane University
A.B. Freeman School of Business
New Orleans, LA 70118-5669
(504) 865-5477

The School of Business offers courses in international business.

University of New Orleans
Small Business Development Center
International Trade Center
BA 368 - College of Business Administration
New Orleans, LA 70148
(504) 286-6978

The International Trade Center provides one-on-one export counseling services to potential and existing small business exporters. Seminars and workshops are conducted for those interested in international trade. The International Trade Center also maintains a resource library on international trade. International Marketing student teams conduct export marketing and feasibility studies for small businesses seeking to expand their export markets. The center also publishes the Louisiana Exporting Guide and Directory.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Bilateral chambers of commerce, which work to promote trade between the U.S. and a particular country, are listed separately in the next section.

Jennings Association of Commerce
P.O. Box 1209
Jennings, LA 70546
(318) 824-0933

Greater Lafayette Chamber of Commerce
P.O. Drawer 51307
Lafayette, LA 70505
(318) 433-3632

Greater Lake Charles Chamber of Commerce
P.O. Box 3109
Lake Charles, LA 70602
(318) 433-3632

New Orleans Area Chamber of Commerce
Camp & Gravier Streets
P.O. Box 30240
New Orleans, LA 70190
(504) 527-6971

The New Orleans Area Chamber of Commerce works closely with the Caribbean Basin Initiative Program. It has a program devoted to improving trade, investment, and tourism opportunities between Louisiana and the Caribbean Basin.

Shreveport Chamber of Commerce
P.O. Box 20074
Shreveport, LA 71120
(318) 226-8521

Slidell Chamber of Commerce
520 Old Spanish Trail
Slidell, LA 70458
(504) 643-5678

BILATERAL CHAMBERS OF COMMERCE

Bilateral chambers of commerce work to promote trade between the United States and the country which they represent. They can provide various types of information concerning their represented country, such as market information, overseas contacts, trade leads, import regulations and foreign business practices.

African Chamber of Commerce
1827 Gentilly Boulevard
New Orleans, LA 70122
(504) 948-9769

Brazilian-American Chamber of Commerce
2317 World Trade Center
New Orleans, LA 70130
(504) 524-3223

French-American Business Association of Louisiana
408 Magazine Street, Suite 202
New Orleans, LA 70130
(504) 523-6077

Japan-Louisiana Association
c/o Economic Development Council
P.O. Box 30240
New Orleans, LA 70190
(504) 527-6957

Latin American Chamber of Commerce
P.O. Box 30240
New Orleans, LA 70190
(504) 527-6936

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Louisiana District Export Council
c/o U.S. Department of Commerce
World Trade Center, Suite 432
No. 2 Canal Street
New Orleans, LA 70130
(504) 589-6546

The Louisiana Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

International Freight Forwarders and Customs Brokers of New Orleans, Inc.
1132 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-7201

The Association can provide referrals for firms seeking the services of an international freight forwarder or custom house broker.

Southern United States Trade Association (SUSTA)
338 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 568-5986

SUSTA is an agricultural trade development association which operates under the guidance of the U.S. Department of Commerce, with seventeen southern states as members. It provides numerous services, including export seminars, overseas trade leads, and assistance with trade show participation. It provides technical assistance with various aspects of international trade, such as export financing and transportation. Publications include directories of agricultural products available from member states, a newsletter, and the International Marketing Handbook.

World Trade Center of New Orleans
2900 World Trade Center
New Orleans, LA 70130
(504) 529-3591
Other Office:
607 Gravier Street
New Orleans, LA 70130
(504) 522-3591

The World Trade Center (WTC) of New Orleans works to promote international trade. It conducts seminars and conferences on exporting, performs market research, and provides commercial assistance. The WTC co-sponsors overseas trade missions, and participates in trade shows. It provides overseas trade leads. Language classes and international student programs are available. The WTC also publishes the Louisiana International Directory.

World Trade Club
1132 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-7201

FOREIGN CONSULATES AND OTHER FOREIGN GOVERNMENT AGENCIES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Louisiana (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Louisiana.

Argentine Republic (CG)
915 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-2823

Belgian Trade Office
611 Gravier Street
New Orleans, LA 70130
(504) 522-0298

Bolivia (CG)
1035 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-7488

Brazil (CG)
1306 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 588-9187

Columbia (CG)
1844 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-5580

Costa Rica (CG)
934 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-5445

Dominican Republic (CG)
1647 World Trade Center
New Orleans, LA 70130
(504) 522-1843

Ecuador (CG)
1436 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-3229

El Salvador (CG)
1136 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 522-4266

France (CG)
3305 Saint Charles Avenue
New Orleans, LA 70115
(504) 897-6381

Germany, Federal Republic of (C)
2834 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 524-0356

Greece (C)
2318 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-1167

Guatemala (CG)
1601 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-0013

Honduras (CG)
203 Carondelet Street, Suite 707
New Orleans, LA 70130
(504) 522-3118

Honduras (C)
8233 Keel Avenue
P.O. Box 1903
Baton Rouge, LA 70821

Italy (CG)
231 Carondelet Street, Suite 708
New Orleans, LA 70130
(504) 524-2272

Japan (CG)
1830 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 529-2101

Korea, Republic of (HCG)
321 Saint Charles Avenue
New Orleans, LA 70130
(504) 586-1979

Mexico (CG)
1140 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 522-3596

Monaco, Principality of (HCG)
601 Poydras Street, Suite 2415
New Orleans, LA 70130
(504) 522-5700

Norway (C)
1009 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 522-3526

Panama (CG)
1312 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-3458

Paraguay (CG)
611 Gravier Street, Suite 500
New Orleans, LA 70130
(504) 522-7424

Quebec, Delegation Du
303 W. Vermilion Street
Lafayette, LA 70501
(318) 232-8080

Spain (CG)
2102 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-4951

Sri Lanka, Democratic Socialis
Republic of (HCG)
1819 Octavia Street
P.O. Box 6099
New Orleans, LA 70164
(504) 362-3232

Thailand (HCG)
512 South Peter Street
New Orleans, LA 70130
(504) 522-3656

Uruguay (C)
611 Gravier Street, Suite 609
New Orleans, LA 70130
(504) 525-8354

Venezuela (CG)
1006-1009 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 522-3284

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 200[illegible]
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic o
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Baton Rouge

American Bank & Trust Co.
P.O. Box 591
Baton Rouge, LA 70821
(504) 922-7425

Capital Bank & Trust Co.
P.O. Box 2710
Baton Rouge, LA 70821
(504) 924-9255

Fidelity National Bank of Baton Rouge
P.O. Box 3597
Baton Rouge, LA 70821
(504) 381-2000

Lafayette

Guaranty Bank & Trust Co.
200 West Congress
Lafayette, LA 70502
(318) 233-3411

Lake Charles

Calcasieu Marine National Bank
C.M. Tower
One Lakeshore Drive
Lake Charles, LA 70605
(318) 439-4541

Monroe

Central Bank
P.O. Box 4928
Monroe, LA 71211
(318) 362-8500

Ouachita National Bank
130 DeSiard Street
Monroe, LA 71201
(318) 362-7000

New Orleans

American Bank & Trust Co. of New Orleans
103 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 525-7761

Bank of New Orleans & Trust Co.
P.O. Box 52499
New Orleans, LA 70152
(504) 561-7266

Barclays Bank PLC
2630 Energy Center
1100 Poydras Street
New Orleans, LA 70163
(504) 582-2222

Citizens & Southern International
Bank of New Orleans
1300 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 581-1586

Colonial Bank
2714 Canal Street
New Orleans, LA 70119
(504) 821-2600

First Metropolitan Bank
2201 Veterans Memorial Blvd.
Metairie, LA 70002
(504) 586-5552

First National Bank of Commerce
210 Baronne Street
P.O. Box 60279
New Orleans, LA 70160
(504) 561-1971

First National Bank of Houma
600 East Main Street
Houma, LA 70360
(504) 868-1660

Hibernia National Bank of
New Orleans
313 Carondelet Street
P.O. Box 61540
New Orleans, LA 70161
(504) 586-5805

Jefferson-Guaranty Bank & Trust Co.
3525 N. Causeway Blvd., Suite 501
Metairie, LA 70002
(504) 837-3333

Lloyd's Bank International Ltd.
408 Magazine Street, Suite 202
New Orleans, LA 70130
(504) 523-6077

Whitney National Bank of New Orleans
P.O. Box 61260
228 Saint Charles Avenue
New Orleans, LA 70161
(504) 586-7272

Shreveport

Louisiana Bank & Trust
P.O. Box 21730
Shreveport, LA 71120
(318) 222-2121

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

New Iberia

Carto International
P.O. Box 1391
New Iberia, LA 70561-1391
(318) 367-6336

Sugar industry equipment & chemicals.
Areas: Latin America, Caribbean, Sri Lanka, Indonesia

New Orleans

ABCOL Sales Inc.
6103 Beven Street
Jefferson, LA 70123
(504) 734-0886

Mohammad Ahramian
1716 Cleveland Avenue
New Orleans, LA 70112
(504) 525-0409

John Alice Export Co.
2410 World Trade Center
New Orleans, LA 70130
(504) 523-6159

Building materials, steel products, tractor & truck parts, chemicals, electrical parts, laboratory equipment & supplies, general merchandise.

Alimentco Inc.
1001 Howard Avenue
New Orleans, LA 70113
(504) 522-3994

Alstrup International, Inc.
6305 Elysian Fields Avenue
New Orleans, LA 70122
(504) 288-4266

American Manufacturers Agents, Inc.
1532 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 586-0354

Spare parts for equipment, general merchandise.

American Overseas Trading Corp.
4619 S. Carrollton Avenue
New Orleans, LA 70119
(504) 488-1311

Audiometers, hearing aids, acoustic instruments.

American Quality Products Co.
300 Napoleon Avenue, 2nd Floor
New Orleans, LA 70125
(504) 899-2377

Pharmaceuticals, health & beauty products, household products, non-food products.

Atlantic-Gulf Supply Corp.
2335 Port Street
New Orleans, LA 70117
(504) 945-2139

Pumps & spare parts.

Atlantis Enterprises, Inc.
4744 Kawanee Avenue
P.O. Box 7355
Metairie, LA 70010
(504) 455-6509

Lubricating oils & greases, additives, machinery & spare parts, other industrial products.

Bagur Commodities Worldwide
Whitney Bank Building
New Orleans, LA 70130
(504) 522-6354

The Caribbean Trading Co.
1400 Colapissa Street
Metairie, LA 70001
(504) 833-8683

J.S. Cortes & Co.
344 Camp Street
New Orleans, LA 70130
(504) 524-4323

Crosby Chemicals, Inc.
3850 North Causeway Blvd., Suite 1510
Metairie, LA 70130
(504) 836-7055

Chemicals.

Crystal International Corp. 4301 Tulane Avenue New Orleans, LA 70119 (504) 482-5761	Foodstuffs. Areas: Middle East, Far East, Europe
Defma Export Co., Inc. 2940 Leonidas Street New Orleans, LA 70118 (504) 861-2681	
Direct Trade China 3006 7th Street Metairie, LA 70002 (504) 837-3100	
Dixie Produce & Packaging, Inc. 5801 G Street Jefferson, LA 70123 (504) 733-7500	Fruit & produce.
J. Ehara International, Inc. 4735 Sanford Street Metairie, LA 70006 (504) 456-2774	General merchandise. Area: Pacific Rim
Ensenat & Co., Inc. P.O. Box 15699 New Orleans, LA 70175 (504) 895-1644	Machinery, cotton seed, soybean meal, insecticides & pesticides, fertilizers, shrimp boats, tires & tubes, tallow.
Equinomics, Inc. 4994 Baccich Street New Orleans, LA 70122 (504) 288-6965	
Equipment Services Ltd. 6535 Burgundy Arabi, LA 70032 (504) 279-2555	
Evans International, Inc. 3025 Prytania Street New Orleans, LA 70115 (504) 865-9731	Industrial products.
Export Services Unlimited 3721 Airline Highway Metairie, LA 70006 (504) 837-3716	
Fairco, Inc. 518 Gravier Street New Orleans, LA 70130 (504) 524-0467	Canned fruits & vegetables, canned seafood, other food products, related grocery items. Area: Worldwide

First Export Corporation 1044 World Trade Center 2 Canal Street New Orleans, LA 70130 (504) 569-0444	Oilfield machinery, shellfish. Areas: Middle East, Turkey France, Pakistan, India, China, Singapore, Australia, Venezuela
C.B. Fox Co. 220 Camp Street New Orleans, LA 70130 (504) 588-9211	Grain.
G & B International Trading Co. Canal Place One 365 Canal Street New Orleans, LA 70130 9504) 581-1702	
Walter J. Garic, Inc. P.O. Box 50027 New Orleans, LA 70150 (504) 522-0482	Rice.
Gecis, Inc. U.S.A. 8130 Palmetto Street New Orleans, LA 70118 (504) 4832-2028	Rice, vegetables, cocoa, wood, petroleum.
Genco Inc. 1331 Whitney Bank Building New Orleans, LA 70130 (504) 523-3759	
Gerhardt's, Inc. 819 Central Avenue P.O. Box 10161 Jefferson, LA 70181 (504) 733-2500	
Gibbons International P.O. Box 50579 649 Papworth Avenue Metairie, LA 70150 (504) 831-9907 Mailing Address: P.O. Box 50579 New Orleans, LA 70150	Groceries and related grocery items, health & beauty aids, agricultural chemicals, veterinary pharmaceu- ticals, household detergents.
Gulf Lumber and Trading Co. 2332 Severn Avenue Metairie, LA 70002 (504) 831-8057	

Hood's International, Ltd.
3422 White Street
Metairie, LA 70001
(504) 834-4961

I.M.R. Corporation
350 Grefer Avenue
Harvey, LA 70058
(504) 362-9888

Medical supplies, safety equipment, industrial supplies.

Inter-American Sales Co., Inc.
2044 World Trade Center
New Orleans, LA 70130
(504) 464-6162

Refrigeration & food service equipment, supermarket equipment, kitchen appliances.

Interep Co. Inc.
3301 Lake Trail Drive
Metairie, LA 70003
(504) 454-2999

Latin American Distributors
2804 Athania Parkway
Metairie, LA 70002
(504) 835-1986
Mailing Address:
P.O. Box 2328
New Orleans, LA 70176

Automotive and construction materials, electrical appliances, buses, trucks, automobiles, tractors, agricultural machinery, chemicals, lumber.

Louisiana Power House, Inc.
7196 Florita Court
New Orleans, LA 70126
(504) 246-6105

Marine engines & parts.

Maywood Industries, Inc.
P.O. Box 9011
Bridge City, LA 70094
(504) 436-2000

Various foodstuffs.

Otis McAllister, Export Corp. of New Orleans, Inc.
611 Gravier Street
New Orleans, LA 70130
(504) 524-1561

Agricultural equipment, building materials, chemicals, cooling equipment, canned and bottled foods, grain, hardware, iron & steel, marine supplies, paraffin wax, sewer treatment equipment, boats, household appliances.

Morgan Equipment Co.
1205 Lesseps Street
New Orleans, LA 70117
(504) 948-4784

National Enterprises, Inc.
2121 North Causeway Blvd.
Metairie, LA 70001
(504) 833-3760

New Orleans Grain Co. Ltd.
4931 Zenith Street
Metairie, LA 70001
(504) 885-9401

Oasis International Inc.
3401 Jurgens Street
Metairie, LA 70002
(504) 466-7071

Frozen food.

Ocean-Oil International Engineering Corp.
3019 Mercedes Blvd.
New Orleans, LA 70114
(504) 367-4072

Marine vessels & equipment, oil field equipment, offshore oil industry equipment.

Osyda International
203 Carondelet Street, Suite 817
New Orleans, LA 70130
(504) 522-0542

All-terrain vehicles, cotton linters, food products.

F.S. Pearse and Associates Inc.
Maison Blanche Building
921 Canal Street
New Orleans, LA 70112
(504) 524-1593

Reliable Industries, Inc.
7070 Airline Highway
Metairie, LA 70003
(504) 738-9644

Reysan Corporation
One Canal Place Building
365 Canal Street
New Orleans, LA 70130
(504) 523-3527

Royal Corporation
World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-1998

The Smyer Co.
3224 26th Street
Metairie, LA 70002
(504) 832-4088

Tri-Coast Import Export Co. 902 World Trade Center New Orleans, LA 70130 (504) 522-8820	General merchandise, tractor parts, ammunition, foodstuffs.
Tropical Export 2432 Delaware Avenue Kenner, LA 70062 (504) 469-1277 Telex: 78-4952	Welding equipment & rods, truck, tractor & bus parts, electric transformers & motors, sugar mill parts, filters, tires & tubes.
Tycin World Traders 4627 Good Drive New Orleans, LA 70127 (504) 244-7104	
Universal Machinery Co., Inc. 929 Sams Avenue Harahan, LA 70123 (504) 733-7272	Rebuilt Caterpillar power products, marine & industrial engines, generator sets, marine transmissions & parts.
E. Vasquez Exporters 911 Veterans Memorial Blvd. Metairie, LA 70002 (504) 833-2884	
Veazey's Suppliers, Inc. 214 Edwards Avenue Jefferson, LA 70123 (504) 733-5236	Major appliances, air conditioning parts & supplies.
World Wide Exporters, Inc. 3300 W. Esplanade Avenue South New Orleans, LA 70119 (504) 838-8200	

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Baton Rouge

F.C. Schaffer and Associates
1020 Florida Boulevard
Baton Rouge, LA 70802
(504) 343-9262

Sugar by-products (including alcohol), tropical agriculture, petrochemical industry.
Areas: Latin America, Caribbean Basin, Egypt, Sri Lanka, Pakistan, Sudan, Indonesia, Philippines, Africa (except South Africa)

Morgan City

Tasko Marketing, Inc.
201 Claire Drive
Morgan City, LA 70380
(504) 385-6036

Area: Latin America

New Orleans

Arthur Andersen & Co.
201 St. Charles Avenue
New Orleans, LA 70130
(504) 581-5454

International accounting.

Charles F. Campbell
309 Wanda Street
Luling, LA 70070
(504) 785-8154

Agribusiness.
Areas: Caribbean, Latin America

Cantor Research Group
New Orleans, LA
(504) 486-4304

Fitzmorris & Associates
World Trade Center, Suite 546
2 Canal Street
New Orleans, LA 70130
(504) 581-3487

Areas: Japan, China, Brazil, Central America

Grant Thornton
601 Poydras Street
New Orleans, LA 70130
(504) 581-1211

International accounting.

International Management Services
1428 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 529-1248

Planexport Corp.
235 Iona Street
Metairie, LA 70005
(504) 835-8137

Area: Worldwide

Price Waterhouse
601 Poydras Street, Suite 2000
New Orleans, LA 70130
(504) 529-2000

International accounting.

George J. Schiro
14 Carolyn Court
Arabi, LA 70032
(504) 271-6297

Walk, Hydel & Associates
600 Carondelet Street
New Orleans, LA 70130
(504) 586-8111

Construction & engineering.
Areas: United Arab Emirates, Latin America, India

Arthur Young & Co.
1340 Poydras Street, Suite 2000
New Orleans, LA 70112
(504) 581-3131

International accounting.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

L. Cliffton Dickerson III
P.O. Box 241
Lockport, LA 70374
(504) 532-2554

Thomas L. Grand
315 Chartres Street, 2nd Floor
New Orleans, LA 70130
(504) 524-7111

Harvey C. Koch & Associates
Pan American Life Center
601 Poydras Street, Suite 2657
New Orleans, LA 70130
(504) 566-7528

Areas: Western Europe, Latin America, Caribbean

Mandel, Grunfeld & Schulingkamp
442 Canal Street
New Orleans, LA 70130
(504) 581-3220

Sharon A. Perlis
433 Metairie Road, Suite 215
Metairie, LA 70005
(504) 834-3700

Areas: Honduras, Guatemala

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Baton Rouge

George W. Rueff, Inc. (*)
8312 Florida Blvd., Suite 212-B
Baton Rouge, LA 70806
(504) 926-3021

Lake Charles

G.A. Becnel, Inc. (*)
P.O. Box 1226
Lake Charles, LA 70602
(318) 439-3278
(504) 926-3021
Telex: 50-2457
Fax: 318-494-1197

New Orleans

Aerotyme Inc.
New Orleans International Airport
Moisant Field
Kenner, LA 70062
(504) 466-2176

Air-Land Delivery, Inc.
West Access Road
Kenner, LA 70062
(504) 464-9171

Albatross Shipping Co. (*)
610 Poydras Street, Room 415
New Orleans, LA 70130
(504) 581-9345

Alexander International, Inc. (*)
333 Saint Charles Avenue, Suite 207
New Orleans, LA 70130
(504) 464-6041

J.W. Allen & Co., Inc. (*)
416 Common Street, Room 101
New Orleans, LA 70130
(504) 561-0181
Telex: 58-4132
Cable: JOALLEN
Fax: 504-561-0191

Alonso Shipping Co. (*)
P.O. Box 20048
New Orleans, LA 70141
(504) 469-3243

Arch-Air Freight, Inc.
200 Crofton Road
Kenner, LA 70062
(504) 464-9841

Associated Forwarders, Inc. (*)
66 Coronado Avenue
Kenner, LA 70065
(504) 525-0661

Aurora International Forwarding
7200 North Peters
Arabi, LA 70032
(504) 277-0307

B.M.I. Inc.
1716 Cleveland Avenue
New Orleans, LA 70112
(504) 524-0808

Baxter Co. Customhouse Brokers, Inc. (*)
832 Whitney Bank Bldg.
New Orleans, LA 70130
(504) 523-7769

Behring International Inc. (*)
P.O. Box 20029
New Orleans, LA 70141
(504) 468-2800
Shipping Address:
200 Croton Street
La Fon Air Park
Kenner, LA 70062

Gerald R. Boudreaux
World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-5680

Paul A. Boulo, Inc.
416 Common Street
New Orleans, LA 70130
(504) 561-0185

Irwin Brown Co. (*)
212 Chartres Street
P.O. Box 2426
New Orleans, LA 70176
(504) 586-0378
Telex: 58-428706
Cable: BROWNCO
Fax: 504-525-8527

Bucano International Traffic Management
4927 Camelot Drive
New Orleans, LA 70127
(504) 245-1286

Buchholz & Kuttruff, Inc.
2640 Canal Street
New Orleans, LA 70119
(504) 821-9020

CF Export-Import (*)
1810 World Trade Center
New Orleans, LA 70130
(504) 561-0086

CTC Transportation Inc.
3865 Industrial Parkway
New Orleans, LA 70129
(504) 254-4170

Central Dispatch Custom House Brokers & International Freight Forwarders (*)
1800 4th Street
Harvey, LA 70113
(504) 362-3282

A.P. Champagne Co. (*)
348 Baronne Street, Suite 532
P.O. Box 2348
New Orleans, LA 70176
(504) 568-9144
Telex: 78-4086
Fax: 504-568-9146

Circle Airfreight Corp.
New Orleans International Airport
Moisant Field
Kenner, LA 70062
(504) 464-9031

Robert W. Cisco Custom House Broker (*)
3947 Magazine Street
New Orleans, LA 70115
(504) 899-8243
Telex: 58-4215

Commodity Forwarders Inc.
210 Baronne Street
New Orleans, LA 70112
(504) 523-3581

DHL Worldwide Express
200 Crofton Road
Kenner, LA 70062
(504) 464-0231

Danzas Alltransport (*)
530 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-4014

de la Torre Forwarding Co., Inc.
1444 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 586-0036

Delcher Forwarding
3800 Desire Parkway
New Orleans, LA 70126
(504) 944-0134

Direct Couriers of America
1016 Baronne Street
New Orleans, LA 70112
(504) 524-1167

Dorf International, Inc. (*)
212 Chartres Street
New Orleans, LA 70130
(504) 586-0378

Duplantis Forwarding Co., Inc.
4739 Utica Street
Metairie, LA 70006
(504) 454-6017

Dynamic Ocean Services
International, Inc. (*)
535 Gravier Street
New Orleans, LA 70130
(504) 566-7766

Emery Ocean Freight (*)
323 Chartres Street
New Orleans, LA 70130
(504) 586-9323

Arthur Fritz and Co. (*)
204 Decatur Street
New Orleans, LA 70130
(504) 529-7557

Gilscot Forwarding Co.
International Trade Mart
New Orleans, LA 70130
(504) 523-1096

H.A. Gogarty, Inc. (*)
2424 World Trade Center
New Orleans, LA 70130
(504) 524-1481

Gulf Continental Forwarding Co. (*)
4844 Sierra Madre Drive
P.O. Box 26605
New Orleans, LA 70186
(504) 242-5557

Gulf States Forwarding, Inc.
416 Common Street
New Orleans, LA 70130
(504) 586-0602

Harper, Robinson & Co. (*)
812 World Trade Center
New Orleans, LA 70130
(504) 586-9888

P.F. Hoxter
2 Canal Street
New Orleans, LA 70130
(504) 525-1231

International Express Co., Inc.
135 Saint Charles Avenue
New Orleans, LA 70130
(504) 523-5373

Intertrans Corp. (*)
P.O. Box 20022
New Orleans, LA 70141
(504) 466-4425

S. Jackson & Son, Inc. (*)
428 Julia Street
P.O. Box 53235
New Orleans, LA 70153
(504) 943-1835
Telex: 58-4420
TWX: 810-951-5044
Cable: NORJAC

Krennerich Shipping Co.
401 Veterans Memorial Blvd.,
Suite 206
New Orleans, LA 70005
(504) 831-6624

LEP Transport Inc. (*)
910 World Trade Center
New Orleans, LA 70130
(504) 529-4602

Lusk Shipping Co.
408 Magazine Street
New Orleans, LA 70130
(504) 561-0131

M.G. Maher & Co., Inc. (*)
442 Canal Street, Suite 304
New Orleans, LA 70130
(504) 581-3320
Telex: 58-4286 MAHER CO NLN
TWX: 910-951-5220
Fax: 504-529-2611

Missionary Expediters Inc.
5359 Leake Avenue
New Orleans, LA 70115
(504) 891-6363

Mover's Port Service, Inc.
7200 North Peters
Arabi, LA 70032
(504) 277-0288

NOCS International, Ltd. (*)
3401 Alvar Street
New Orleans, LA 70126
(504) 944-0374
Telex: WU 58-4103
Fax: 504-944-8539

NOLA Forwarding Co., Inc.
1817 25th Street
Kenner, LA 70062
(504) 465-0241

Navarrete Forwarding Co. Inc. (*)
333 Saint Charles Avenue, Suite 613
New Orleans, LA 70130
(504) 561-0325

New Orleans Cold Storage &
Warehouse (*)
P.O. Box 26308
New Orleans, LA 70186
(504) 944-4400

Nunez Forwarding Co. of Louisiana
World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 524-7562

Page & Jones (*)
442 Canal Street, Room 420
New Orleans, LA 70130
(504) 529-1443

Pan-American Shipping Co.
611 Gravier Street
New Orleans, LA 70130
(504) 581-5836

Panalpina, Inc. (*)
420 Richards Bldg.
837 Gravier Street
New Orleans, LA 70112
(504) 464-9441

Pike Shipping Co. Inc.
925 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 581-2741

A.R. Pradillo
416 Common Street
New Orleans, LA 70130
(504) 522-3571

Quast & Co., Inc. (*)
2445 Aberdeen Street
Kenner, LA 70062
(504) 464-1811

H.S. Renshaw Inc.
610 Poydras Street
New Orleans, LA 70130
(504) 525-8591

W.L. Richeson & Sons Inc.
442 Canal Street, Suite 405
New Orleans, LA 70130
(504) 529-5641

George W. Rueff, Inc. (*)
416 Common Street, Suite 100
New Orleans, LA 70143
(504) 586-8994
Telex: 58-4370
Cable: RUEFFINC
Fax: 504-581-1997

Saint John Brothers, Inc. (*)
P.O. Box 1955
New Orleans International Airport
East Access Road, Building #1
Kenner, LA 70062
(504) 469-9483

Schenkers International Forwarders, Inc. (*)
West No. 2 Schenkers Drive
P.O. Box 609
Kenner, LA 70063
(504) 469-8511

H.E. Schurig & Co. of LA
318 Howard Avenue, Suite 200
New Orleans, LA 70113
(504) 523-3011
Other Office:
110 South Pierce Street
New Orleans, LA 70119
(504) 486-2479

Schwartz Forwarding Co., Inc.
5440 Pepsi Street
New Orleans, LA 70123
(504) 733-6864

Emmett I. Sindik (*)
926 World Trade Center
New Orleans, LA 70130
(504) 522-7464

R.W. Smith & Co. (*)
442 Canal Street, Room 406
P.O. Box 2729
New Orleans, LA 70176
(504) 524-5511
Telex: 78-4122

Surf Air Inc.
2307 Marietta Avenue
Kenner, LA 70062
(504) 467-6070

Transoceanic Shipping Co. Inc. (*)
International Trade Mart Building
2 Canal Street
New Orleans, LA 70130
(504) 524-3341

U.S.A. Transport Inc.
4850-A Bloomfield Street
New Orleans, LA 70121
(504) 733-5152

Gerald F. Tujague, Inc.
P.O. Box 53037
New Orleans, LA 70153
(504) 524-1627
Telex: 58-4386
Cable: GERTUJ

Universal Transcontinental Corp. (*)
535 Gravier Street, Suite 505
New Orleans, LA 70130
(504) 529-7306
Telex: 58-7451

Universal Transport Corp. (*)
1212 World Trade Center
New Orleans, LA 70130
(504) 524-6766

Westfeldt Bros. Forwarders Inc. (*)
528 Gravier Street
P.O. Box 51750
New Orleans, LA 70151
(504) 586-0087

Al G. Wichterich
5590 Vicksburg Street
New Orleans, LA 70124
(504) 486-9923

World International Freight Forwarders, Inc. (*)
P.O. Box 20013
New Orleans International Airport
New Orleans, LA 70141
(504) 466-6382
Telex: 58-300
Fax: 504-466-8084

Daniel F. Young Inc. (*)
2326 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 524-7122

W.R. Zanes & Co. of LA, Inc. (*)
223 Tchoupitoulas Street
P.O. Box 2330
New Orleans, LA 70176
(504) 524-1301
Telex: 58-356 WRZANES NLN
Cable: ZANES
Fax: 504-524-1309
Air Freight Office:
New Orleans International
Airport
P.O. Box 20003
New Orleans, LA 70141
(504) 464-0651

Shreveport

M.G. Maher & Co. Inc. (*)
2005 Texas Avenue, Suite 200
P.O. Box 38057
Shreveport, LA 71135
(318) 424-6508
Telex: TRT 16-1865

George W. Rueff, Inc. (*)
6209 Interstate Drive, Suite 31
Shreveport, LA 71109
(318) 631-6830

SEKO (*)
6125 Interstate Drive, Box 2
Shreveport, LA 71109
(318) 631-6830
(800) 801-9247

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Alexandria

ABC Transfer & Storage
3291 Empire Drive
Alexandria, LA 71301
(318) 443-5171

Alexandria Moving & Storage, Inc.
3203 Empire Drive
Alexandria, LA 71301
(318) 448-3172

Central Moving & Storage Co.
4612 Sugar House Road
Alexandria, LA 71302
(318) 443-9055

Chicola Moving & Storage
4612 Sugar House Road
Alexandria, LA 71302
(318) 442-5877

Hathorn Transfer & Storage Co., Inc.
620 Elliot Street
Alexandria, LA 71301
(318) 445-1411

Baton Rouge

A-1 Movers Inc.
11557 Darryl Drive
Baton Rouge, LA 70815
(504) 275-5260

Allied Services
5286 Corporate Boulevard
Baton Rouge, LA 70808
(504) 926-9999

Baton Rouge Moving Service
2833 Fellsway Drive
Baton Rouge, LA 70814
(504) 927-4376

Baugh Transfer & Moving Co.
1640 North 38th Street
Baton Rouge, LA 70802
(504) 343-0270

Bourg Brothers Moving & Storage Co.
143 North Hollywood Road
Baton Rouge, LA 70805
(504) 872-5745

Lafayette

Ancelet Forest & Son Inc.
201 East Simcoe Street
Lafayette, LA 70501
(318) 234-1206

Flowers Transfer Corp.
425 Saint Julien Avenue
Lafayette, LA 70506
(318) 837-2862

S.W. Minature Movers
211 Gauthier Road
Lafayette, LA 70501
(318) 264-9578

Monroe

Faulk-Collier Bonded Warehouses, Inc.
Allied Van Lines
502 North 2nd Street
Monroe, LA 71201
(318) 323-2254

New Orleans

A-Triple-A Moving & Storage Co.
5749 Jefferson Highway
Harahan, LA 70123
(504) 733-7663

Action Pack Crating & Shipping
3501 Severn Avenue
Metairie, LA 70002
(504) 455-4343

Aircraft Packaging Co., Inc.
6701 Lakeshore Drive
New Orleans, LA 70126
(504) 245-0456

Arrow International Export Packers
Building 17, Napoleon Avenue & River
New Orleans, LA 70115
(504) 891-1761

Better Boxing Co., Inc.
P.O. Box 52796
New Orleans, LA 70152
(504) 895-5794

Brand Export Packing, Inc.
P.O. Box 1397
Chalmette, LA 70044
(504) 279-4396

Cross Crating Service
2613 Urquart Street
New Orleans, LA 70117
(504) 948-6796

Fanning, Inc.
222 Wall Boulevard
Gretna, LA 70053
(504) 393-0056

Gallagher Transfer & Storage Co., Inc.
2401 Elysian Fields Avenue
New Orleans, LA 70117
(504) 943-2000

General Export Services, Inc.
1500 Toulouse Street
P.O. Box 26311
New Orleans, LA 70112
(504) 524-2003

Holland Warehousing Ltd.
West No. 2 Schenkers Drive
P.O. Box 609
Kenner, LA 70063
(504) 469-8417

International Export Packers of LA, Inc.
Nashville Avenue, Wharf Complex
P.O. Box 15588
New Orleans, LA 70174
(504) 895-0304

KMA Enterprises, Inc.
1809 11th Street
Kenner, LA 70062
(504) 897-5444

Kansas Packing Co. of New Orleans Inc.
148 Harbor Circle
New Orleans, LA 70126
(504) 241-7470

Security Van Lines, Inc.
100 West Airline Highway
Kenner, LA 70062
(504) 468-7711

Southern Export Packing Co.
3101 Erato Street
New Orleans, LA 70125
9504) 891-1761

Shreveport

American Van & Storage Co., Inc.
3200 Industrial Drive
Bossier City, LA 71112
(318) 746-7011

Atlas Van Lines
1602 Southern Avenue
Shreveport, LA 71101
(318) 222-3177

Central-Herrin Storage & Transfer Co., Inc.
1305 Marshall Street
Shreveport, LA 71101
(318) 221-5135

Nationwide Moving & Storage Corp.
1602 Southern Avenue
Shreveport, LA 71101
(318) 222-3177

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Americas Marine & Casualty Insurance
2519 Taft Park
Metairie, LA 70001
(504) 456-0204

E.G. Brennan & Co. Insurance
3740 Florida Avenue
Kenner, LA 70117
(504) 464-6294

Caribbean American Insurance Agency
3936 Canal Street
New Orleans, LA 70119
(504) 482-6111

Continental Underwriters Ltd.
419 Decatur Street
New Orleans, LA 70130
(504) 581-7493

Corroon & Black of Louisiana, Inc.
650 Poydras Street
New Orleans, LA 70130
(504) 581-6151

Drury Moyer & Sinclair, Inc.
7356 West Roadway
New Orleans, LA 70124
(504) 282-0240

Marine Insurance Service, Inc.
2201 Ridgelake Drive
Metairie, LA 70001
(504) 835-2201

Smestad-Hollingsworth & Assoc., Inc.
2325 Severn Avenue
Metairie, LA 70002
(504) 831-5752

Underwriters Marine Services, Inc.
701 Camp Street
New Orleans, LA 70130
(504) 522-0803

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Baton Rouge

Baton Rouge Translators
4871 Iberia Drive
Baton Rouge, LA 70805
(504) 927-7450

Lafayette

Lingua Inc.
102 Asma Boulevard
Lafayette, LA 70508
(318) 233-8973

Lake Charles

Associated Translators/Interpreters
of Southwest Louisiana
4329 West Prien Lake Road
Lake Charles, LA 70605
(318) 474-2784

New Orleans

C. Anguis
611 Gravier Street
New Orleans, LA 70130
(504) 522-1857

Berlitz Translation Services
Poydras Plaza Mall
601 Loyola Avenue
New Orleans, LA 70113
(504) 522-0336

C & R International
905 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 523-6496

Excel Temporaries
925 Common Street
New Orleans, LA 70112
(504) 581-1123

France Louisiana Guides and
Interpreters
2207 Broadway Avenue
New Orleans, LA 70118
(504) 861-1941

John Korossy Translation Services
4045 South Chipwood Drive
Harvey, LA 70058
(504) 347-4044

Modern Languages Institute
1208 Saint Charles Avenue
New Orleans, LA 70130
(504) 529-4121

Pages Unlimited
234 Loyola Avenue
New Orleans, LA 70113
(504) 525-6966

Professional Translators and
Interpreters
1334 World Trade Center
2 Canal Street
New Orleans, LA 70130
(504) 581-3122

Shreveport

Katrinna Huggs
209 Texas Avenue
Shreveport, LA 71101
(318) 227-1143

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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